

IAAS CLOUD SOLUTION



Zones upgrades a utility client's end-of-life infrastructure, saving them \$9,700 per workload.

A large US gas and electric utility company serving over 5.5 million customers had grown beyond its infrastructure. They utilized over 2,000 applications to run their business, supported by over 900 Oracle and 5,000 SQL Server databases, but due to their aging environment, the cost of maintenance was exceeding the benefit.

The client brought on Zones to determine the best way to upgrade their end-of-life hardware quickly and inexpensively. Zones performed an in-depth data collection and analysis exercise to determine the best-fit solution, focusing on the total cost of ownership and total cost of acquisition. The client was thrilled with Zones' methodology and results and quickly approved the upgrades. Zones commissioned 7,000 new devices and upgraded the client's databases, with plans for migration to a new cloud platform in the future.



7,000 new devices.



\$9,700 savings per workload.



40% increase in ROI.



Challenge

- The client had over 2,000 apps to run their business, supported by over 900 Oracle and 5,000 SQL Server databases.
- The cost to maintain and support the database tier had grown astronomically – maintenance for the legacy environment was in excess of \$200,000 a month.
- The client was looking to upgrade and consolidate their outdated infrastructure.



Solution

- Zones performed a six-week data collection and analysis exercise to determine architectural direction.
- The data aggregation process was performed using bulk injection via the CloudGenera platform.
- Once the client received the analysis results and gave approval, Zones commissioned 7,000 new devices and upgraded their end-of-life Microsoft databases.



Results

- An estimated \$9,700 per workload in savings.
- 40% Increase in return on investment.
- Zones developed a hybrid cloud adoption blueprint for AWS and Azure cloud targets to facilitate the client's next steps.

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The Challenge

The client had enjoyed several years of growth, but legacy hardware was starting to catch up to them. They had amassed over 2,000 applications to assist their over 5.5 million customer base, and these apps were supported by over 900 Oracle and 5,000 SQL Server databases. Unfortunately, as this infrastructure aged, costs were rapidly spiraling out of control – by the time the client contacted Zones to aid in migration to a new platform, maintenance expenses had risen to over \$200,000 a month.

The Solution

Zones adopted a two-pronged approach to overcome the client's challenges: Cost study at the application level for rationalization and analysis at the database layer to determine which cloud migration targets will be the optimal candidates based on cost, performance, and management metrics.

The specific focus areas included the total cost of ownership (TCO), total cost of acquisition (TCA), and relative work efforts to purchase upgrades to the end-of-life databases. The project was designed and executed as a six-week data collection and analysis exercise to give executive leadership deeper insight into their current environment. With this data in hand, Zones could better provide the client with a solution that supported their particular business needs.

The client appreciated Zones' methodology and dedication to solving their issues and approved upgrades to their outdated databases. Zones commissioned 7,000 new devices and upgraded the client's Microsoft databases to a modern, scalable new model.

The Results

Upgrading the client's databases has given them immediate cost savings. The client has estimated that the new environment saves them an estimated \$9,700 per workload, with an approximate 40% return on investment.

Though the client was not planning on migrating their workloads to the cloud, Zones drew up a hybrid cloud adoption blueprint that would see their mission-critical workloads moved to Azure or AWS NoSQL. The client was impressed with Zones' proactive suggestion and the potential for even greater scalability and is now considering the hybrid option for the future.

“ *I've never worked with a company that took care of their clients like Zones does. They diligently collected data and had projections and examples every step of the way. We had planned on a simple hardware upgrade, but Zones made some excellent points about the potential of a full migration that's really made me consider our next steps.*

– Director of IT, Gas and Electric Utility Company

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